

October 21, 1988

25 OCTOBER MEETING WITH D/OIT


1:30-2 pm. -  
OIT conf. Rm.

BELL ATLANTIC AND BELL ATLANTICOM

Ronald Heyman--President and CEO of Bell Atlanticom Systems since January 1988

Bruce Gordon--Vice President of Marketing for Bell Atlantic since April 1988

Bill Harral--Vice President of Government Systems for Bell Atlantic since 1987, responsible for all federal marketing activities.

Bill Morris--Bell Atlanticom Account Representative for this Agency.  
 former Intecom employee.

INTECOM

Thomas Mayer--President of Intecom since September 1988. Formerly with Mitel ITT, Harris, Bausch and Lomb, General Dynamics, and RCA.

Dick Welsh--Vice President of sales for Intecom, with the company 7 years.

Ron Darr--Intecom Account Manager for major federal accounts, including our Agency. He has been with Intecom for five years.

#### ISSUES AND TALKING POINTS

Company Relationships--Bell Atlantic is the parent company that owns a number of small entities such as Bell Atlanticom and C&P, which are of concern to the Agency.

Bell Atlanticom is the distributor that the Agency has used to obtain Intecom hardware.

Intecom is the hardware vendor/manufacturer of the Agency's integrated data/voice PBX's. It is a wholly owned subsidiary of Wang.

This is a cordial, get acquainted meeting. These companies are both major suppliers of services and hardware to the Agency and since both have relatively new presidents, they have requested a get acquainted meeting.

Bell Atlanticom and Intecom should be given good marks for their performance over the past six months and their concerted efforts to resolve a number of problems. This effort represents a major upgrade in their commitment from what it was several years ago. In particular, Billy Morris and Ron Darr should be mentioned as having greatly facilitated this process.

Bell Atlantic (particularly C&P), while generally responsive to the needs of the Agency, has not taken an innovative or aggressive posture as it relates to new business. With the upcoming release of several major RFP's in the Metropolitan Area Communications program (MAC), they should be encouraged to actively pursue these efforts. In the past they have let their 'regulated utility' way of thinking interfere with the need to provide us responsive proposals. This is changing, but very slowly. It would be within the Agency's and Bell Atlantic's mutual interests to use a fresh approach towards new business with this Agency.